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Post Draft RFP Industry Day

28 February 2007

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SETAC07 DRFP Industry Day Conference

SETAC - Systems Engineering and Technical Assistance Contract

WELCOME

Schedule

9:00 – 9:30 Contractor Registration

9:30 – 9:45 Opening Comments and Introduction

9:45 – 11:00 Briefing

11:00 – 11:15 BREAK

11:15 – 12:30 Q & A's

SETAC07 DRFP Industry Day Conference

Guidelines and Rules for Today

- **We will not accept any oral questions during the Industry Day Conference/Briefing today.**

- **This is an information briefing only.**

- **If you have questions resulting from the Industry Day Conference briefing today, please take notes and email your questions to me no later than 7 March 07.**
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WHAT IS SETAC?

SETAC - Systems Engineering and Technical Assistance Contract

Current Primes:

- CSC
- BAE
- L3 Communications
- TSI
- DCD
- Cirrus
- MRC

Current SETAC Teams consist of 200+ subcontractors

WHO USES SETAC?

Current Users:

- USASMDC/ARSTRAT in Huntsville, Colorado Springs, and Arlington, VA
- PEO-M&S
- GMD
- THAAD
- Targets Office (MDA)
- Related OGAs in Air, Space, and Missile Defense Arenas

WHO WILL USE SETAC 07?

Known Users:

- USASMDC/ARSTRAT in Huntsville, Colorado Springs, and Arlington, VA

Potential Users:

- PEO-M&S
- MDA
- Related OGAs in Air, Space, and Missile Defense Arenas

WHAT ARE THE FUNCTIONAL AREAS?

- Requirements Definition, Integration, and Planning
- Technology Development, Assessment, and Validation
- Threat Estimation/Projections
- Weapons Lethality and Effects Estimation
- Modeling, Simulation, and Interfacing
- Engagement Simulation and Interfacing
- Program/Project Analysis, Evaluation, and Support
- Homeland Defense and Homeland Security
- Warfighter Support
- Chemical, Biological, Radiological, and Nuclear (CBRN)

UNCHANGED FROM PREVIOUS SETAC ACQUISITION

- Multiple Awards
- Performance-Based Scope of Work Supported by User Mission and Function Statements
- Indefinite Delivery/Indefinite Quantity (ID/IQ) Contracts
- Fixed-Price Labor Categories with Cost Reimbursable Lines for Travel, Materials/ODCs, and consultants
- Umbrella OCI Clause for primes with “technology area” flowdown to subcontractors
- Same NAICS Code: 541710 “Research and Development in the Physical, Engineering, and Life Sciences” (Small Business Size Standard: 1000 employees)
- Participation of Primes in the DA Mentor-Protégé Program will be encouraged
- ID/IQ Multiple Award Rules - will continue to be compliant as we are under the current SETACs
- Both Formal and Informal Competitive Task Order awards
- Requirements exceeding $100K will be competed among the contract awardees

UNCHANGED FROM PREVIOUS SETAC ACQUISITION

- Price Competition VS. Cost Competition
- Specified OCI determination format/process
- Pre-Solicitation On-line Acquisition Library
- Special “Locality” adjustments for high cost performance areas (i.e., Washington DC, Alaska, and Hawaii) ***Hawaii was added for this procurement***.
- Evaluation Factors/Sub-factors which reflect latest SMDC contracting philosophy (pass-though caps, subcontracting incentives, effectiveness of contractor management systems, and innovation initiatives)
- Directed Subcontractor Clause
- Same/similar CLIN structure/contract requirements, including fixed price level of effort (LOE) labor and cost reimbursable (CR) Travel and Materials Clauses

CHANGES FROM PREVIOUS SETAC ACQUISITION

- No Government-Site Rates – if a Space Allocation Package is approved for contractor employees (case by case basis), the negotiated rates for contractor site will be reduced by specified percentage (TBD). Government site utilization will only be on a case by case basis considering space available.

- **Five year Basic Contract with five one-year options that will only be exercised in the event that the statutory language preventing advisory and assistance services (A&AS) contracts from exceeding five years is revised within the basic contract period of performance.** As a result, the "Award Term Incentive" has been eliminated.

- Longer term contract with pre-established price re-determination factors.

- Eliminated the requirement for a "Transition Plan"

CHANGES FROM PREVIOUS SETAC ACQUISITION

- Past Performance Requirement will not be submitted in Management/Technical volume.
- Pre-recorded and live oral presentations for the management/technical proposals and sample task orders will not be required.
- Requirement for reduced contractor travel cost.
- Labor Categories: Contractor SETAC Program Manager for each prime has been added; Program Engineer and Clerk/Typist/Secretary categories have been deleted. *Note:* ***Technician category was inadvertently left out of the DRFP and will be included in the formal RFP.***
- Requirement for 1% of workforce to be disabled or 1% of total subcontract value JWOD.

INDEFINITE DELIVERY/INDEFINITE QUANTITY CONTRACT

- An indefinite-quantity contract provides for an indefinite quantity, within stated limits, of supplies or services to be furnished during a fixed period, with deliveries or performance to be scheduled by placing task orders with the contractor.

- A task order (T/O) with necessary funding must be issued by the Contracting Officer prior to starting work.

WHAT IS A TASK ORDER?

- Stand-alone vehicle (mini contract) under the umbrella of the Basic IDIQ prime contract.

- Executed by Contracting Officer

- Each Task Order defines specific:
  - Requirements
  - Deliverables
  - Funding
  - Travel Requirements
  - Materials

- Obligates funding

ACQUISITION STRATEGY

The solicitation will allow for the following awards:

- Two (2) awards reserved for Woman-Owned Small Business
- One (1) award reserved for Service Disabled Veteran-Owned Small Business
- One (1) award reserved for 8(a) Business
- Two (2) awards reserved for Small Businesses
- One (1) award made on a full and open basis

ACQUISITION STRATEGY

- Team must be able to fulfill the entire SOW.
- Any/all awards will be predicated upon receipt of proposals that meet the criteria for best value selection stated in the solicitation.
- Once the contract awards are made, the task orders will be competed/awarded without consideration of business size and/or methodology of selection for the original contract awards (i.e., set aside vs. full and open).
- All contracts will contain the same minimum guaranteed amount for orders placed over the life of the contract.
- Order of selection/award has not been determined at this time.

AFFILIATION & LIMITATION ON SUBCONTRACTING RULES

- Teams established via either a Formal Teaming Agreement or Legally-established Joint Venture (JV)

- Difference between Formal Teaming Agreement, JV, and prime-subcontractor relationships.

- If JV, contract awarded to new legal entity

- If Team, contract awarded to lead SB contractor

GOVERNMENT-FURNISHED PROPERTY/ EQUIPMENT/DATA/INFORMATION (GFP/E/D/I)

- Contractor shall maintain GFP/GFE IAW FAR Part 45 and all contract terms and conditions

- Support may include (as directed in individual T/Os):
  - 24/7 basis
  - weekends and/or government holidays

TRAVEL AND TRAINING

- Temporary duty (TDY)/non-local travel may be required in the performance of the SOW, as directed by individual T/Os
- Each T/O will specify authorized travel locations and NTE ceiling for the anticipated travel
- **NOT-TO-EXCEED amount that is provided in the travel CLIN does not include travel allowances to come to and from Huntsville, AL if the contractor is located outside the local commuting area. Costs for such trips should be included in the fixed prices for fixed-price labor CLINs.**
- Contractor shall maintain an *adequately-trained*, *state-of-the-art* staff necessary to successfully perform any/all aspects of the SETAC SOW.
- Training costs - responsibility of the contractor – no direct charges to the contract
- Conference/ symposium attendance may be required to perform the SETAC T/O SOWs – direct charge

OTHER RELATED ISSUES

- Bundling - we have looked at the issues and do not believe that we have a problem

- No Government restriction on number and/or type of teaming arrangements OR on adding subcontractors after contract award

- Past Performance for Joint Ventures
  - Technical rating based on members' individual rating
  - Management rating given based on individual JV members' past performance

OTHER RELATED ISSUES CONTINUED

- Organizational Conflict of Interest (OCI)

An OCI of a Government contractor that arises or might arise because the nature of the work To be performed may, absent some restriction on future activities, result in an UNFAIR COMPETITIVE ADVANTAGE to the contractor, impair the contractor's objectivity in performing the contract work, or make the contactor unable or potentially unable to render impartial assistance or advice to the Government (FAR 9.501).

- SECURITY ISSUES
  - TS Facility
  - TS Storage
  - Some SAP Access

NATIONAL INDUSTRIAL SECURITY PROGRAM (NISP)

- U.S. industry develops and produces the majority of our nation's defense technology-much of which is classified-and thus plays a significant role in creating and protecting the information that is vital to our national security.

- The National Industrial Security Program (NISP) was established to ensure that cleared U.S. defense industry safeguards the classified information in their possession while performing work on contracts, programs, bids, or research and development efforts.

- The Defense Security Service (DSS) administers the NISP on behalf of the Department of Defense.

DEFINITIONS

- **Classified Contract**
  - Any Contract that requires or will require access to classified information by the contractor or his employees in the performance of the contract. Access to classified information may take place at the contractor's facility, the government site, or another contractor facility. (A contract may be classified even though the contract document is not classified).

- **Facility**
  - A plant, laboratory, office, college, university, or commercial structure with associated warehouses, storage areas, utilities and components which, when related by function and location, form an operating entity.

- **Facility Security Clearance**
  - An administrative determination that, from a security standpoint, a facility is eligible for access to classified information of a certain category (and all lower categories).

DEFINITIONS CONTINUED

- **Industrial Security**
  - That portion of information security which is concerned with the protection of classified information in the custody of U.S. industry.

- **Personnel Security Clearance**
  - An administrative determination that an individual is eligible, from a security point of view, for access to classified information of the same or lower category as the level of personnel clearance being granted.

- **Safeguarding**
  - Measures and controls that are prescribed to protect classified information. Safeguarding and protection of classified information are synonymous terms.

REMEMBER!!!

FACILITY = PEOPLE

SAFEGUARDING = STORAGE

FACILITY CLEARANCE PROCESS

- **Sponsorship (Request for a Facility Clearance)**
  - Government for Prime Contractor
  - Cleared Contractor for Sub-Contractor
  - Facility **can not** "Self Sponsor"
- **Sponsorship Letter & DD Form 254 to Defense Industrial Security Clearance Office, Facility Clearance Division**
  - Reviews Request
  - Forwards Request to Appropriate DSS Regional Office
  - DSS Regional Office Assigns Facility to a DSS Industrial Security Representative

FACILITY CLEARANCE PROCESS CONTINUED

- **Industrial Security Representative Contacts Facility**
  - Obtains Information About Facility
  - Provides Facility with Instructions on Completing Paperwork
  - Provides Basic Information about the NISP
  - Provides Guidance in Establishing an Industrial Security Program
- **Five Essential Elements of Facility Clearance Process**
  - Sponsorship
  - Business Structure/Organization
  - Security Agreement
  - Foreign Ownership, Control, Interest (FOCI)
  - Key Management Personnel

FACILITY CLEARANCE PROCESS CONTINUED

- **Final Facility Clearance will be granted as soon as all final clearance requirements are satisfied.**

- **These requirements include:**
  - Issuance of final personnel clearances for the Key Management Personnel (KMPs).
  - Execution of the DOD Security Agreement between the contractor and DSS.
  - A favorable foreign ownership, control, or influence (FOCI) determination.

FACILITY CLEARANCES – KEY POINTS

- Although called a “Facility Clearance” the actual building or structure is not cleared; the individual who run, own, or manage the facility are cleared. These individuals are known as “Key Management Personnel (KMP).”
- A Facility Clearance is not granted until all KMPs receive their personnel clearances.
- Individual clearances are not recognized until facility clearance is granted.
- If a contractor requires the storing of classified information at a contractor facility, the contractor requires not only a facility clearance, but also safeguarding capabilities.

ACQUISITION TIMELINES/SCHEDULE

- 6 Dec 05 General Industry Brief on “Capability Briefings”
- 19 Jul 06 Pre-DRFP Industry Day
- 20 Feb 07 DRFP Issued
- 20 Apr 07 RFP Released
- 21 May 07 OCI and Past Performance Data Due
- 04 Jun 07 Proposals Due

ACQUISITION TIMELINES/SCHEDULE CONTINUED

- 26 Sep 07 Contracts Awarded
- By Oct 07 Compete T/Os and Transition Contractors, as necessary
- 01 Nov 07 Performance Begins

POC INFORMATION

- **Contracting Officer:**

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- **SMDC/ARSTRAT WebSite Address for SETAC Acquisition Information:**

  http://www.smdc.army.mil/Contracts/SETAC07.html

SUMMARY

- Since the earliest planning stages for the SETAC acquisition, we have reviewed the oral and written community input/feedback and a myriad of other relevant information/data.
- Because of your input, we anticipate that this acquisition and the resultant contracts will be better and more efficient than the previous ones.
- The current strategy opens up significant opportunities for 8(a)s, SBs, WOSB, SDVOSBs, HUBZones, and LBs at the prime and/or subcontract level.
- We intend to publish the list of Attendees. If you wish to be excluded from the list, please send me an email by COB tomorrow.
- Briefing charts will be posted on the SETAC07 webpage at http://www.smdc.army.mil/Contracts/SETAC07

DRFP Questions and Answers

- **Due to the large volume of questions that have been received, the SETAC Team will address a limited number of questions at this time.**
- **Once the SETAC Team has reviewed all questions, answers will be posted on the SETAC07 webpage.**
- **We will not accept any oral questions during the Question and Answer portion of the briefing.**
- **If you have additional questions resulting from what has been briefed here today, please email your questions to me no later than 7 March 07.**
  melissa.mitchell@smdc.army.mil

DRFP Questions and Answers

Q. Exhibit IV provides information on a "Technician" labor category however, there is no technician category listed on pages 10-14 of the DRFP. Question: Could you please clarify if the government is requesting a Technician labor category be priced.

A. Yes, The Technician category was inadvertently left out of the DRFP and will be included in the formal RFP. Additionally, the formal RFP will only have one set of labor category definitions.

Q. Please clarify which portions, if any, of the proposal will be oral and what oral portions, if any, will be live versus pre-recorded. Also if there are orals, please provide limitations on number of slides and time allotted for either or both pre-recorded and live.

A. All proposal information will be submitted in written form. The requirement for any oral, either live or pre-recorded will not be included in the formal RFP.

DRFP Questions and Answers

Q. Sample Task Order (T/O) Proposal. This paragraph states that offerors should expect 4 sample T/Os. The DRFP contains 2 sample tasks (#1 and #2). Are these 2 tasks the first of the 4 to be provided? Also, when should we expect to receive the other sample tasks?

A. No, there will only be 2 sample T/Os in the formal RFP.

Q. Dissolution of Awards, please clarify the apparent inconsistency between this DRFP section and the 6 Feb Q&A # 47 responses. Page 89 implies additional full and open awards will be made, if advertised awards cannot be made in a given reserved category. Q&A # 47 implies that additional full and open awards will not be made under these circumstances.

A. After further consideration, the answer is yes and the language on page 89 of the DRFP is correct.

DRFP Questions and Answers

Q. Reviewing the RFP, there does not appear to be opportunity to describe the technical approach, qualifications of our team, and technical competencies. It would seem appropriate to add a section to describe our technical approach for meeting the SOW

A. This was an oversight and will be a requirement in the formal RFP.

Q. The SMDC has encouraged us to use coop employees in the past (reference Amendment P0002, dated 22 Feb 2005, to the current SETAC contract). Do you intend to add a similar provision to the new contract? .

A. Yes, this will be included in the formal RFP.

Out of date clauses have been updated in the system and will be incorporated into the formal RFP.

DRFP Questions and Answers

Q. Page 73 indicates that the OCI response is included in Volume II due at delivery of the proposal. In the language of the SMDC CAMO re-released Acquisition Schedule the OCI and Past Performance submittal is due Apr/May 07. Please clarify the delivery schedule for the OCI response.

A. The OCI submittal information will be updated in the formal RFP and due at the same time the Past Performance submittal is due (21 May 2007).

DRFP Questions and Answers

Q. Page 17, paragraph. 2.1.3; The DD Form 1423 is referenced regarding OPSEC, but there is no DD Form 1423 CDRL for OPSEC. Question: Is this just an oversight?

A. The Government has developed the SETAC OPSEC Plan referenced in the DD Form 254 provided as Exhibit II to the DRFP. As this Plan is marked “For Official Use Only,” it can not be placed on the SETAC Webpage. Instructions to request/receive a copy of the SETAC OPSEC Plan will be given at a later date. The plan will be available on or around the formal RFP release date.